

## Message Text

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ACTION COME-00

INFO OCT-01 ARA-10 ISO-00 EB-03 DRC-01 RSC-01 XMB-01 L-02

H-01 OPIC-02 CIAE-00 /022 W  
----- 075645

P 101602Z OCT 74

FM AMEMBASSY QUITO

TO SECSTATE WASHDC PRIORITY 2802

INFO AMCONSUL GUAYAQUIL

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DEPT PLEASE PASS COMMERCE

E.O. 11652: N/A

TAGS: BEXP, BBAK, EC

SUBJECT: CALMAQUIP CORP., MIAMI, FLA.: REQUEST FOR BACKGROUND  
INFORMATION.

1. ARMANDO PAZ, TREASURER OF CALMAQUIP ENGINEERING CORPORATION, TRADARAMA BUILDING, 1424 N.W. LEJEUNE RD., MIAMI, FLORIDA, TEL. 871-4260, HAS REQUESTED EMBASSY ASSISTANCE IN SUCCESSFULLY COMPETING FOR US\$5.5 MILLION SALE OF EQUIPMENT FOR MILITARY HOSPITAL IN QUITO. PAZ FEARS LOCAL COMPETITOR HAS SUCCEEDED IN CONVINCING LEADING MEMBER OF BID COMMITTEE THAT CALMAQUIP HAS UNFAVORABLE REPUTATION. HE REQUESTS THAT COMMERCE PROVIDE OBJECTIVE REPORT ON HIS FIRM FOR USE WITH ECUADOREAN OFFICIALS.

2. FYI. BID DEADLINE FOR EQUIPMENT WAS LAST FEB. 20. ON SEPT. 17, GOE AWARDED CONTRACT TO GERMAN FIRM HOSPITALIA (SIEMENS-PHILIPS) DESPITE FACT THAT BID WAS US\$2 MILLION (7.6 MILLION) OVER THAT OF CALMAQUIP AND THAT, ACCORDING PAZ, MAJORITY OF COMMITTEE ORIGINALLY FAVORED HIS FIRM. PAZ CLAIMS HIGH-RANKING OFFICER INFLUENCED OTHER COMMITTEE MEMBERS TO SELECT HOSPITALIA ON BASIS OF HIS OWN PERSONAL PREFERENCE AND HEARSAY ABOUT CALMAQUIP. U.S. FIRM RECEIVED LETTER FROM COMMITTEE DISQUALIFYING IT FOR VARIOUS REASONS WHICH PAZ CLAIMS ARE UNFOUNDED.. (COMMENT: BASED ON DOCUMENTS SHOWN EMBOFFS,  
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FIRM HAS CONSIDERABLE EXPERIENCE IN LA AS WELL AS SOUND REFERENCES,

INCLUDING SOME FROM ECUADOREAN AGENCIES.) IT IS RECIPIENT OF  
PRESIDENTIAL "E" AWARD AND APPARENTLY WORKS CLOSELY WITH EXIMBANK  
AND OPIC).

3. REQUEST THAT COMMERCE URGENTLY PROVIDE EMBASSY UNCLASSIFIED  
BACKGROUND REPORT ON CALMAQUIP, TO INCLUDE YEAR ESTABLISHED,  
NATURE AND SIZE OF OPERATIONS AND EXPERIENCE, AND REPUTATION/  
BONA FIDES. REPORT WILL BE USED, IF APPROPRIATE, BY EMBOFFS  
IN DISCUSSION WITH GOE OFFICIALS. ALTHOUGH AWARD ALREADY MADE,  
SIGNATURE OF CONTRACT WITH HOSPITALIA IS NOT EXPECTED IN  
IMMEDIATE FUTURE.  
BREWSTER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 10 OCT 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** elyme  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974QUITO06702  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740288-0702  
**From:** QUITO  
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**Office:** ACTION COME  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
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**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** elyme  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 SEP 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13 SEP 2002 by WorrelSW>; APPROVED <05 MAR 2003 by elyme>  
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30 JUN 2005

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**Review Referrals:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** CALMAQUIP CORP., MIAMI, FLA.: REQUEST FOR BACKGROUND INFORMATION.  
**TAGS:** BEXP, BBAK, EC  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005